



CONTACT ME

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SKILLS SUMMARY

- Russian
- Ukrainian
- Web-development
- Video & Photo Editing
- Excel & Google Sheets
- Sales & Lead Generation
- SEO & Paid Adds (Social & Google)
- Project Management
- HTML5, CSS, JavaScript, Python
- Excellent Oral & Written Communicator
- Process Improvement & Tracking
- Willingness To Learn & Improve

AWARDS RECEIVED

Completed the Bronze Gaisce Award (The President's Challenge) and am currently doing the Gold Gaisce Award (projected completion date March 2021).

Participated in Trinity College's mentor programme with past alumni and received a certificate of completion.

YURIY KOVALCHUK

PERSONAL PROFILE

A self-motivated and multilingual Entrepreneurship and Innovation graduate from Trinity College. Possesses relevant professional experience gained during full time and part time jobs in the past. Able to balance multiple competing priorities and exceed business targets. Aiming to secure a place in a new exciting role, which will provide commercial exposure and opportunities for progression as well as development of new skills. Accepted into a Masters in Management in Trinity College that will start in September 2021. Before this looking to do a course in programming from the code institute before my Master, it will be part time and online and these skills will benefit my employer.

WORK EXPERIENCE

Co-founder

Studio | March 2020 - present

- Second place the Google Student Startup Competition out of over 100 participants and got to go on further with our idea and pitch it to Nova UCD and NDRC.
- During Covid-19 registered a business, opened a bank account, helped design the website, created social media accounts and posted regularly, and have closed sales.
- Created a video and did paid advertisements on social media channels, created a weekly newsletter that is sent out every Monday.

Entrepreneur In Residence

Elkstone | October 2017 – March 2020

- Lead a new fintech project which was aiming to launch in Ireland and compete with Revolut.
- One of proud moments was getting the same partners that Revolut using from a cold LinkedIn message.
- I gained valuable experience in managing and developing a product from idea stage to an MVP. Experienced firsthand how early stage startups raise money and later execute on their vision and bring value to their investors.
- I gained experience in managing the development of a mobile app including working with creative agencies, software developers, lawyers, third party partners and freelancer contractors.
- I created business models for this project to forecast its profit/loss and cash flow. In my job I reported on my progress to the CEO of Elkstone on a weekly basis.

Founder

Adapt Digital Agency | January 2017 – March 2020

- I have created my own software development and marketing agency; www.adaptdigitalagency.co.
- I have had a number of paid clients with this business, mainly doing web development and video editing.
- Initially I was able to fulfil the work for my clients myself but as I was working full time too during this time, I began to outsource this work to other students in my network and to developers in the Ukraine.

ONLINE EDUCATION



Yale University – A Strategic Playbook for Becoming a Principled and Persuasive Negotiator



University of Chicago – Sales Strategies: Mastering the Selling Process



University of London – Managing the Company of the Future



Copenhagen Business School – Digital Transformation in Financial Services



Lund University – Digital Business Models



Udemy – Introduction to Finance, Accounting, Modeling and Valuation, Business Model Innovation, Marketing Automation



Google – Fundamentals of digital marketing

ACHIEVEMENTS



Did a charity skydive with a friend where we raised just a little over 1000€ for the Ross Nugent Foundation



Was chosen to be a course mentor on the coursera.org platform for my good work and participation in the online course work.



Regional Finalist – RTE Junior Dragons Den Competition.

HOBBIES



Chess, Poker, Kitesurfing, Photography, Film making, Cooking, Brewing Kombucha Calisthenics, Running, Hiking, Business, Learning French, Learning Coding, Reading.

REFERENCES



Alan Merriman - CEO @ Elkstone. (+353 87 6612269)



Kate Frella - Manager @ IDG Connect. (+353 87 335 3374)



John Buckley - Founder @ BlueSeal. (+353 1 792 0960)

Lead Generation Agent

IDG Connect | Nov 2016 – Jan 2017

- Working in the Benelux, North Africa and Middle East markets. Meeting daily and weekly targets.
- Doing pre-sales: Professional B2B multilingual outbound calls. Providing lead generation for IT leading companies such as IBM, Microsoft, Intel, T-System, HP, DELL, Veeam, VMwear, Symantic and Bluecoat.
- Sharing information and conducting surveys with clients in IT sector within the market. Having follow-up calls with clients with completing and confirming database information. Updated and enhanced the database as new information was gathered.

Analyst

BlueSeal Financial | August 2015 – August 2016

- I was in helping out in the office of a trading company. Where I worked part time and had different roles including back office assistant and was also in charge of the operation and maintenance of the internal network based reporting system.
- Where I had to be much organised and work independently to complete my duties in a time efficient manner.

Intern

DDFH&B | March 2013

- Conducting market research for a new advertisement for Newbridge Silver Ware.
- Data analysis and data testing for a Centra's new ad campaign.
- Was involved at the various stages of setting up an advertisement campaign for the Irish National Lottery.

EDUCATIONAL HISTORY

Trinity College

Postgrad Certificate in Entrepreneurship & Innovation | Mar 2019 - Jan 2020

- Competed a project on homelessness crisisis for IBM.
- Got good understanding of how certain technologies and frameworks may be more suited to a particular software development problems.

Trinity College

BA BESS (Business & Economics) | Sep 2015 - Jun 2016

- Involved in the Card society, TES society, and the SMF.

The Institute Of Education

Leaving Certificate | Sep 2013 - Jun 2015

- Leaving Cert Points: 540 (top 5% in the country)
- Russian A1, Biology A2, Accounting B1, Economics B2, Maths B3, Geography B3, English C1)

St. Fintan's High School

Junior Certificate | Sep 2008 - Jun 2013

- Completed Transition Year with a distinction.
- Did a programming course, participated in the school play, completed the bronze gaisce.